



Invoice No.: IND-1016-0004

Sold To:

Indiana State Department of Health  
ATTN: Finance /Purchasing, 2C  
2 N. Meridan Street  
Indianapolis, IN 46204

Invoice Date: 3/6/2017

Order Number 0017544779

Fund: 61910/571513 / 305000

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Description of Services  
Personal Services

Federal ID: 23-2868660  
Contract Period: 10/1/2016 - 9/30/2017  
Contract Amount: \$2,250,000.00  
Contract Number: 17466  
Date of Services: 1/1/2017 - 1/31/2017  
Payment requested for: Real Alternatives, Inc.  
Description of Services and Total Paid: \$194,823.90  
See attached detailed charges required  
by ISDH program  
Project Code: N/A  
Activity Code: N/A

Vendor's signature

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Date

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3/6/17



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of Nonprofit Organizations'  
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112

717-541-1112 (V) 717-541-9713 (F)

[www.RealAlternatives.org](http://www.RealAlternatives.org) \* [www.LoveFacts.org](http://www.LoveFacts.org) \* [www.ConcernedParents.com](http://www.ConcernedParents.com)

Attachment B: Budget  
 Real Alternatives, Inc. A70-5-041137  
 Indiana Pregnancy & Support Services Program  
 October 1, 2016 - September 30, 2017

Expense Type	Budget Category	Expense Detail	Budgeted Cost	Actual Cost Jan-17	Actual Expenses YTD-Jan 2017	Remaining Cost Feb 2017 to Sep 2017
Administrative	Salary	President & CEO	\$55,000.00	\$3,088.71	11,322.80	\$43,677.20
Administrative	Salary	VP of Administration	\$20,000.00	\$2,614.63	6,979.99	\$13,020.01
Administrative	Salary	Assistant Director of Finance	\$0.00	-	-	\$0.00
Administrative	Salary	Senior Accountant	\$6,000.00	\$1,103.41	2,804.29	\$3,195.71
Administrative	Salary	Junior Accountant	\$0.00	-	-	\$0.00
Administrative	Salary	Bookkeeper	\$2,000.00	\$156.72	313.44	\$1,686.56
Services	Salary	VP of Operations	\$40,000.00	\$1,623.43	6,324.97	\$33,675.03
Services	Salary	Indiana Services Director	\$40,000.00	-	-	\$40,000.00
Services	Salary	Services Coordinator	\$10,000.00	\$741.00	1,818.90	\$8,181.10
Services	Salary	Services Assistance	\$7,500.00	\$166.19	1,400.97	\$6,099.03
Services	Salary	Billing Coordinator	\$5,000.00	\$168.45	641.16	\$4,358.84
Services	Salary	Service Provider Approval	\$2,000.00	\$4.68	56.16	\$1,943.84
Services	Salary	Service Provider Monitoring	\$3,000.00	-	49.78	\$2,951.22
Services	Salary	Hotline Counselor	\$2,000.00	\$156.48	431.95	\$1,568.05
		Subtotal	\$192,500.00	\$9,823.73	\$32,143.41	\$160,356.59
Administrative	Fringe	Unused Sick	\$0.00	-	-	\$0.00
Services	Fringe	Unused Sick	\$0.00	-	-	\$0.00
Administrative	Fringe	Payroll Taxes	\$5,000.00	\$544.93	1,083.00	\$3,917.00
Services	Fringe	Payroll Taxes	\$9,000.00	\$225.82	519.68	\$8,480.32
Administrative	Fringe	Workers' Comp	\$500.00	\$18.77	83.42	\$416.58
Services	Fringe	Workers' Comp	\$500.00	\$15.36	68.26	\$431.74
Administrative	Fringe	Pension	\$2,500.00	\$180.45	553.56	\$1,946.44
Services	Fringe	Pension	\$2,000.00	\$65.97	248.87	\$1,751.13
Administrative	Fringe	Employee Group Ins	\$14,000.00	\$745.66	3,230.31	\$10,769.69
Services	Fringe	Employee Group Ins	\$10,000.00	\$307.76	1,284.74	\$8,715.26
		Subtotal	\$43,500.00	\$2,104.72	\$7,071.84	\$36,428.16
Administrative	Travel	Travel/Lodging	\$500.00	\$20.53	20.53	\$479.47
Services	Travel	Travel	\$10,000.00	\$176.21	693.20	\$9,306.80
		Subtotal	\$10,500.00	\$196.74	\$713.73	\$9,786.27
Administrative	Supplies	Office Expense	\$31,000.00	\$363.18	1,400.43	\$29,599.57
Administrative	Supplies	Computer Resources/Upgrades	\$15,000.00	\$0.00	-	\$15,000.00
Services	Supplies	Client Education Materials	\$11,160.00	-	6.00	\$11,154.00
Services	Supplies	Pregnancy Test Kits	\$5,000.00	\$512.30	1,551.40	\$3,408.60
		Subtotal	\$62,160.00	\$875.46	\$2,997.83	\$59,162.17
Administrative	Contracts	Accounting/IT/Legal consulting	\$10,000.00	\$143.51	574.01	\$9,425.99
Administrative	Contracts	Auditing	\$4,000.00	\$235.12	1,049.32	\$2,950.68
Administrative	Contracts	Copier Service Contracts	\$750.00	\$51.15	207.40	\$542.60
Services	Contracts	Client Service Providers	\$1,809,500.00	\$175,253.47	616,190.08	\$1,193,309.92
Services	Contracts	Meetings/Seminars/Conference	\$7,000.00	-	-	\$7,000.00
Services	Contracts	Services Advertising	\$8,840.00	\$4,500.00	4,500.00	\$4,340.00
Services	Contracts	Services Database Consulting	\$15,000.00	\$148.75	658.75	\$14,341.25
		Subtotal	\$1,855,090.00	\$180,333.00	\$623,179.56	\$1,231,910.44
Administrative	Other	Professional Development	\$2,000.00	\$351.17	665.15	\$1,334.85
Administrative	Other	Job advertising	\$500.00	\$4.50	13.50	\$486.50
Administrative	Other	New employee screening	\$250.00	-	-	\$250.00
Administrative	Other	Postage/Shipping	\$10,000.00	\$71.82	761.44	\$9,238.56
Administrative	Other	Rent	\$40,000.00	\$724.18	3,212.88	\$36,787.12
Administrative	Other	Telephone Service	\$3,500.00	\$164.11	716.42	\$2,783.58
Administrative	Other	General Business Liability Ins	\$1,000.00	\$33.61	149.34	\$850.66
Administrative	Other	Insurance - Directors & Officers	\$1,500.00	\$83.89	372.80	\$1,127.20
Services	Other	Toll Free Referral System	\$2,500.00	\$56.97	243.61	\$2,256.39
Services	Other	Contract Closeout Cost	\$25,000.00	-	-	\$25,000.00
		Subtotal	\$86,250.00	\$1,490.25	\$6,135.14	\$80,114.86
		Administrative Services	\$225,000.00	10,701.03	35,514.03	\$189,485.97
		Total	\$2,025,000.00	\$184,122.87	\$636,727.48	\$1,388,272.52
			\$2,250,000.00	\$194,823.90	\$672,241.51	\$1,577,788.49

**Real Alternatives**  
**Actual Administrative Expenses**  
**Indiana: Fiscal Year 2016-17**

Cost Category	Budgeted Dollars	Actual Expenses	Actual Expenses	Remaining Cost Feb 2017 to Sep-2017
			Jan-17	
<b>Personnel</b>				
President & CEO	\$55,000.00	\$3,088.71	\$ 11,322.80	\$43,677.20
VP of Administration	\$20,000.00	\$2,614.63	\$ 6,979.99	\$13,020.01
Assistant Director of Finance	\$0.00		\$ -	\$0.00
Senior Accountant	\$6,000.00	\$1,103.41	\$ 2,804.29	\$3,195.71
Junior Accountant	\$0.00		\$ -	\$0.00
Bookkeeper	\$2,000.00	\$156.72	\$ 313.44	\$1,686.56
Professional Development	\$2,000.00	\$351.17	\$ 665.15	\$1,334.85
Payroll Taxes	\$5,000.00	\$544.93	\$ 1,083.00	\$3,917.00
Workers Compensation Insurance	\$500.00	\$18.77	\$ 83.42	\$416.58
Pension	\$2,500.00	\$180.45	\$ 553.56	\$1,946.44
Employee Group Insurance	\$14,000.00	\$745.66	\$ 3,230.31	\$10,769.69
Job Advertising	\$500.00	\$4.50	\$ 13.50	\$486.50
New Employee Screening	\$250.00		\$ -	\$250.00
<b>Total Personnel</b>	<b>\$ 107,750.00</b>	<b>\$ 8,808.95</b>	<b>\$ 27,049.46</b>	<b>\$ 80,700.54</b>
<b>Operating</b>				
Accounting/IT/Legal Consulting	\$10,000.00	\$143.51	\$ 574.01	\$9,425.99
Postage/Shipping	\$10,000.00	\$71.82	\$ 761.44	\$9,238.56
Auditing	\$4,000.00	\$236.12	\$ 1,049.32	\$2,950.68
Travel/Lodging	\$500.00	\$20.53	\$ 20.53	\$479.47
Rent	\$40,000.00	\$724.18	\$ 3,212.88	\$36,787.12
Telephone Service	\$3,500.00	\$164.11	\$ 716.42	\$2,783.58
General Business Liability Insurance	\$1,000.00	\$33.61	\$ 149.34	\$850.66
Insurance-Directors & Officers	\$1,500.00	\$83.89	\$ 372.80	\$1,127.20
Office Expense	\$31,000.00	\$363.16	\$ 1,400.43	\$29,599.57
Computer Resources	\$15,000.00		\$ -	\$15,000.00
			\$ -	
<b>Total Operating</b>	<b>\$ 116,500.00</b>	<b>\$ 1,840.93</b>	<b>\$ 8,257.17</b>	<b>\$ 108,242.83</b>
<b>Equipment</b>				
Equipment Service Contracts	\$750.00	\$51.15	\$ 207.40	\$542.60
<b>Total Administrative Expenses</b>	<b>\$ 225,000.00</b>	<b>\$ 10,701.03</b>	<b>\$ 35,514.03</b>	<b>\$ 189,485.97</b>

**Actual Services Expenses**  
**Indiana: Fiscal Year 2016-17**

<b>Cost Category</b>	<b>Budgeted Dollars</b>	<b>Actual Expenses</b>	<b>Actual Expenses</b>	<b>Remaining Cost</b>
		Jan-17	YTD-Jan 2017	Feb 2017 to Sep 2017
<b>Personnel</b>				
Vice President of Operations	\$40,000.00	\$1,623.43	\$ 6,324.97	\$33,675.03
Indiana Services Director	\$40,000.00		\$ -	\$40,000.00
Services Coordinator	\$10,000.00	\$741.00	\$ 1,818.90	\$8,181.10
Billing Coordinator	\$5,000.00	\$168.48	\$ 641.16	\$4,358.84
Services Assistance	\$7,500.00	\$166.19	\$ 1,400.97	\$6,099.03
Service Provider Approval	\$2,000.00	\$4.68	\$ 56.16	\$1,943.84
Service Provider Monitoring	\$3,000.00		\$ 48.78	\$2,951.22
Hotline Counselor	\$2,000.00	\$156.48	\$ 431.95	\$1,568.05
Payroll Taxes	\$9,000.00	\$225.82	\$ 519.68	\$8,480.32
Workers Compensation Insurance	\$500.00	\$15.36	\$ 68.26	\$431.74
Pension	\$2,000.00	\$65.97	\$ 248.87	\$1,751.13
Employee Group Insurance	\$10,000.00	\$307.76	\$ 1,284.74	\$8,715.26
<b>Total Personnel</b>	<b>\$ 131,000.00</b>	<b>\$ 3,475.17</b>	<b>\$ 12,844.44</b>	<b>\$ 118,155.56</b>
<b>Operating</b>	<b>Budgeted Dollars</b>			
Client Education Materials	\$11,160.00		\$ 6.00	\$11,154.00
Services Advertising	\$8,840.00	\$4,500.00	\$ 4,500.00	\$4,340.00
Meetings/Seminars/Conference	\$7,000.00		\$ -	\$7,000.00
Travel/Lodging To Service Providers	\$10,000.00	\$176.21	\$ 693.20	\$9,306.80
Srvcs Database Consulting & Dev	\$15,000.00	\$148.75	\$ 658.75	\$14,341.25
Client Service Providers	\$1,809,500.00	\$175,253.47	\$ 616,190.08	\$1,193,309.92
Toll-free Referral System	\$2,500.00	\$56.97	\$ 243.61	\$2,256.39
Contract Closeout Cost	\$25,000.00		\$ -	\$25,000.00
<b>Total Operating</b>	<b>\$ 1,889,000.00</b>	<b>\$ 180,135.40</b>	<b>\$ 622,291.64</b>	<b>\$ 1,266,708.36</b>
<b>Equipment</b>	<b>Budgeted Dollars</b>			
Pregnancy Test Kits	\$5,000.00	\$512.30	\$ 1,591.40	\$3,408.60
<b>Total Services Expenses</b>	<b>\$ 2,025,000.00</b>	<b>\$ 184,122.87</b>	<b>\$ 636,727.48</b>	<b>\$ 1,388,272.52</b>